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STATE OF DELAWARE
DEPARTMENT OF STATE

DIVISION OF PROFESSIONAL REGULATION

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PUBLIC MEETING MINUTES:	REAL ESTATE EDUCATION COMMITTEE
MEETING DATE AND TIME:	Thursday, September 6, 2012 at 9:30 a.m.
PLACE:	861 Silver Lake Boulevard, Dover, Delaware Conference Room A
MINUTES APPROVED	10/4/2012

MEMBERS PRESENT

Doug Doyle, Kent County, Professional Member, Chairperson
Dee Henderson Hake, Kent County, Professional Member, Vice Chairperson
Barbara Brodoway, New Castle County, Public Member (9:37 a.m. – 11:21 a.m.)
Danielle Benson, New Castle County, Professional Member
Tom Burns, Kent County, Professional Member
Al Hause, Kent County, Public Member
Casey Price, Sussex County, Professional Member (9:37 a.m. – 11:00 a.m.)
Tammy Reagan, Sussex County, Professional Member (9:51 a.m. – 1:05 p.m.)
Tim Riale, Sussex County, Professional Member
Elaine Woerner, New Castle County, Professional Member (9:42 a.m. – 1:05 p.m.)

DIVISION STAFF

Jessica Williams, Administrative Specialist II

MEMBERS ABSENT

Donna Klimowicz, New Castle County, Professional Member

ALSO PRESENT

Angela Emerson, SCAOR
Regina Lundeen, DAR
Sal Sedita, Delaware School of Real Estate

CALL TO ORDER

Mr. Doyle called the meeting to order at 9:37 a.m.

REVIEW OF MINUTES

A motion was made by Ms. Hake, seconded by Mr. Hause, to approve the August 2, 2012 minutes as presented. Motion unanimously carried.

NEW BUSINESS

Review Correspondence from Central Delaware Real Estate Academy Appealing Denial of Amending Courses

Ms. Hake addressed the Committee regarding the denial of the amended courses submitted by the Central Delaware Real Estate Academy. She argued that the Committee's decision to deny the request to amend previously approved courses, based on the fact that the courses did not meet module criteria was wrong. She stated that the salesperson core course, broker core course, property management courses all fit within the new modules. The Committee discussed the Commission's decision that the salesperson core course, broker's core course and property management course would only be accepted if they were required for reinstatement purposes only. It would be a transgression to approve amendments to previously approved required courses for outdated regulations.

Ms. Hake requested that her letter from the Central Delaware Real Estate Academy be forwarded to the Commission to be placed on their October agenda.

Mr. Burns made a motion, seconded by Mr. Riale to continue to deny courses specifically related to outdated regulations. The courses should only be accepted for reinstatement purposes only. Motion carried with Mr. Hause opposed, Ms. Woerner and Ms. Hake abstaining.

UNFINISHED BUSINESS

Review Previously Tabled Instructor Applications

A motion was made by Ms. Benson, seconded by Ms. Reagan, to recommend approval of the following item as noted below. Motion unanimously carried.

Thomas Dreschler **Approved**

Continuing Education:

Module 7: Foreclosure; Short Sales; REO's & Related Concepts

Review Previously Tabled Course Provider Applications

A motion was made by Mr. Burns, seconded by Ms. Benson, to recommend approval of the following item as noted below. Motion unanimously carried.

Course Provider: Association of Realtors School

Course Title: Be Google-Tastic **Approved**

Credit Hours: 3.0

Module: 7

Course Title: The Little EXTRA in EXTRAordinary Customer Service **Approved for 3.0 Credit Hours Only, Not 7.0 as Requested**

Credit Hours: 3.0

Module: 7

Course Title: New Negotiating Edge – Getting Past NO! **Approved for 3.0 Credit Hours Only, Not 7.0 as Requested**

Credit Hours: 3.0

Module: 7

NEW BUSINESS

Review of Course Provider Applications

A motion was made by Ms. Benson, seconded by Ms. Reagan, to recommend to the Real Estate Commission approval of the following items, advising providers that a written review must be included in all courses, as noted below. Motion unanimously carried.

Course Provider: McKissock **Approved**

Course Title: Characteristics of Real Estate Title Insurance
Credit Hours: 3.0
Module: 7

Course Provider: Delaware School of Real Estate **Approved**

Course Title: Agency & Fair Housing
Credit Hours: 3.0
Module: 1

Course Title: The Code of Ethics **Approved**
Credit Hours: 3.0
Module: 2

Course Title: Agent Etiquette **Approved**
Credit Hours: 3.0
Module: New Licensee Module 4

Course Title: The Agreement of Sale **Approved**
Credit Hours: 3.0
Module: New Licensee Module 2

Course Title: The Code of Ethics **Approved**
Credit Hours: 3.0
Module: New Licensee Module 1

Course Provider: Omega Real Estate School

Course Title: Agency, Fair Housing & Ethics **Approved**
Credit Hours: 3.0
Module: 1

Course Title: The Agony, Ecstasy & Ethics of Co-Broking **Approved**
Credit Hours: 3.0
Module: 2

Course Title: The Agreement of Sale and the Listing Agent **Approved**
Credit Hours: 3.0
Module: 3

Course Title: Communication **Approved**
Credit Hours: 3.0
Module: 7

Course Title: Closing Techniques that Open the Door to Success **Approved**

Credit Hours: 3.0
Module: 7

Course Title: The CMA vs. the Appraisal **Approved**
Credit Hours: 3.0
Module: 7

Course Title: The Code of Ethics – Your Promise of Professionalism **Approved**
Credit Hours 3.0
Module: New Licensee Module 1

Course Title: The Agreement of Sale **Approved**
Credit Hours 3.0
Module: New Licensee Module 2

Course Title: The Delaware Statewide Listing Agreement **Approved**
Credit Hours 3.0
Module: New Licensee Module 3

Course Title: Real Estate Professionalism **Approved**
Credit Hours 3.0
Module: New Licensee Module 4

Course Provider: A. J. Johnson Consulting Services, Inc.
Course Title: Compliance with Federal Fair Housing Requirements **Approved**
Credit Hours: 3.0
Module: 1

Course Provider: Sussex County Association of Realtors
Course Title: Negotiations: The Games People Play **Approved**
Credit Hours: 3.0
Module: 7

Course Title: Real Estate Financials **Approved**
Credit Hours: 3.0
Module: 7

Course Provider: Jack Lingo, Inc., REALTOR
Course Title: Office Management **Approved**
Credit Hours: 3.0
Module: 4

Course Title: Practices of Real Estate **Approved**
Credit Hours: 3.0
Module: 6

Review of Instructor Applications

A motion was made by Mr. Burns, seconded by Ms. Benson, to recommend to the Real Estate Commission approval of the following items as noted below. Motion unanimously carried.

Juli Giles **Approved**

Continuing Education:

New Licensee Module 1: Ethics; Professional Standards; Case Studies; Complaint Process; Sanctions/Monetary Awards

New Licensee Module 2: GnrI Rules & Guidelines; Preparing the Buyer; Agreement of Sale; VA/FHA Addendum; Short Sale Addendum; Must Sell Addendum; DUCOIA

New Licensee Module 3: DE State Listing Agreement; CIS Form; Seller's Disclosure; Radon Disclosure; Lead Based Paint Disclosure; Buyer Agency; DUCOIA; HUD 1

New Licensee Module 4: Follow the Golden Rule; Respect for the Public; Respect for Property; Respect for Peers

A motion was made by Ms. Benson, seconded by Mr. Burns, to recommend to the Real Estate Commission tabling of the following items as noted below. Motion unanimously carried.

William Lucks **Tabled for Certified Copy of Criminal Background Check**

Continuing Education:

New Licensee Module(s) 1; 2; 3; 4

Module 5: Legislative Issues

Module 6: Practice of Real Estate; Commercial Sales; Risk Management; Commercial Leasing, Zoning & Planning Classifications

Module 7: Finance 101 for REALTORS; Mortgage Financing Issues

A motion was made by Ms. Woerner, seconded by Ms. Benson, to recommend to the Real Estate Commission approval of the following items as noted below. Motion unanimously carried.

Bruce Plummer

Continuing Education

New Licensee Module 1: Professional Standards for New Agents

New Licensee Module 2: The Agreement of Sale & Buyer Representation for New Agents

New Licensee Module 3: Understanding Real Estate Documents & Seller Representation for New Agents

New Licensee Module 4: Real Estate Professionalism for New Agents

Module 1: Agency & Fair Housing

Module 2: Professional Standards in Real Estate; NAR Ethics; The Code of Ethics; Profession Standards in Real Estate

Module 3: Real Estate Documents; Sales/Lease Contracts; Listing/Employment Agreement

Module 4: Office Management; Definitions & Responsibilities of Broker; Risk Reduction; Forms & Issues

Module 5: Contemporary Issues in Real Estate; Local Issues

Module 6: Practices of Real Estate; Intro to Commercial Real Estate Concepts – Risk Management

Module 7: The Real Estate Agent's Disclosure Duties in Delaware; GRI 101 Planning & Developing a Real Estate Business; GRI 301 Working with Buyers & Sellers; GRI 501: Professional Development

Pre-licensing Course:
Orientation; Real Estate Sales

Broker's Course:
Brokerage (Sales Management); Real Estate Documents; Ethics; Legal & Governmental Aspects of Real Estate; Real Estate Investment

Richard McKissock

Continuing Education:
Module 7: Characteristics of Real Estate; Title Insurance

Jackie Leavenworth

Continuing Education:
Module 7: CRS Listing Strategies Course 201; Pricing Strategies; Negotiation Strategies; Communicating with Clients and Customers; CRS Sales & Negotiation Course

A motion was made by Ms. Reagan, seconded by Mr. Burns, to recommend to the Real Estate Commission approval of the following items as noted below. Motion carried with Ms. Benson opposed.

Robert Hoza **Approved for Module 7 Only**

Continuing Education:
New Licensee Module(s) 1; 2; 3; 4; Modules 1 – 7

Pre-Licensing Course:
Orientation; Real Estate Sales; Real Estate Mathematics

Broker's Course:
Brokerage; Real Estate Documents; Valuing Real Property; Financing; Ethics; Real Estate Investment; Mathematics

A motion was made by Ms. Reagan, seconded by Mr. Riale, to recommend to the Real Estate Commission approval of the following items as noted below. Motion carried with Ms. Benson opposed.

Mason McGill Jr. **Approved for Module 7 Only**

Continuing Education:
New Licensee Module 1: What's the Difference Between Business Ethics & Personal Ethics?; Professional Standards

New Licensee Module 2: Contracts: The Foundation of Our Business; Buyer Representation; Buyer Mastery

New Licensee Module 3: Sign on the Dotted Line; Seller Representation

New Licensee Module 4: Do Unto Others; Professionalism in Real Estate

Module 1: Agency & Fair Housing

Module 2: Professional Standards

Module 3: Contracts: The Foundation of Our Business; Real Estate Documents

Module 4: Office Management; So You Want to Open an Office

Module 5: Legislative Issues

Module 6: Practices of Real Estate

Module 7: Foreclosures & Short Sales; Social Media

Pre-Licensing Course:

Orientation; Real Estate Sales; Real Estate Mathematics

Broker's Course:

Brokerage; Real Estate Documents; Valuing Real Property; Financing; Ethics; Real Estate Investment; Mathematics

A motion was made by Mr. Hause, seconded by Ms. Woerner, to recommend to the Real Estate Commission approval of the following items as noted below. Motion unanimously carried.

Susan Mills **Approved**

Continuing Education:

New Licensee Module 1: Professional Standards; Fair Housing; Ethics; NAR Ethics

New Licensee Module 2: Agreement of Sale; Contract Addenda; Short Sales & Addenda

New Licensee Module 3: Agency; Statewide Agreement of Sale

New Licensee Module 4: Respect for Property; Respect for Public

Module 1: Agency & Fair Housing

Module 2: Ethics; NAR Ethics; Procuring Cause; Complaint Process

Module 3: Contracts – Sales; Contracts- Leases; Contracts – Management

Module 4: Office Management; Risk Reduction; Agency & CIS Compliance

Module 7: Contemporary Issues

Pre-Licensing Course:

Orientation; Real Estate Sales; Real Estate Mathematics

Christopher Rowe **Approved**

Continuing Education:

Module 7: Successfully Navigating the Transactional Mine Field of Today's Real Estate Market

Theresa Vallier- Thomas **Approved**

Continuing Education:
Module 7: Home Staging

Gregory West **Approved**

Continuing Education:
Module 7: Real Estate & Ethics

The Committee discussed the current application for instructors. It was determined that the application needs to be changed to cause less confusion amongst the applicants. Currently, the application advises the applicant to list topics they wish to teach under the specific modules. The Education Committee determined that module 7 should be the only module which an applicant should be required to list topics.

Review of Student Requests for Approval of Continuing Education Activities

A motion was made by Mr. Riale, seconded by MR. Hause, to recommend to the Real Estate Commission approval of the following items as noted below. Motion unanimously carried.

Student Name: Eric Buck **Approved**
Course Title: CRS 202 – Two Day Course
Course Provider: SCAOR
Credit Hours: 6.0
Module(s): 6 & 7

Student Name: Tiffany Carver-O'Malley **Approved**
Course Title: CRS 202 – Two Day Course
Course Provider: SCAOR
Credit Hours: 6.0
Module(s): 6 & 7

Student Name: Kathy Ellis **Approved**
Course Title: CRS 202 – Two Day Course
Course Provider: SCAOR
Credit Hours: 6.0
Module(s): 6 & 7

Student Name: Susan Giove **Approved**
Course Title: CRS 202 – Two Day Course
Course Provider: SCAOR
Credit Hours: 6.0
Module(s): 6 & 7

Student Name: Christine Grace **Approved**
Course Title: CRS 202 – Two Day Course
Course Provider: SCAOR
Credit Hours: 6.0
Module(s): 6 & 7

Student Name: Virginia Hysock **Approved**
Course Title: CRS 202 – Two Day Course
Course Provider: SCAOR
Credit Hours: 6.0

Module(s): 6 & 7

Student Name: Lisanne Kane **Approved**
Course Title: CRS 202 – Two Day Course

Course Provider: SCAOR
Credit Hours: 6.0
Module(s): 6 & 7

Student Name: Erin Martin **Approved**
Course Title: CRS 202 – Two Day Course
Course Provider: SCAOR
Credit Hours: 6.0
Module(s): 6 & 7

Student Name: Nora Martin **Approved**
Course Title: CRS 202 – Two Day Course
Course Provider: SCAOR
Credit Hours: 6.0
Module(s): 6 & 7

Student Name: Lynn Morrow **Approved**
Course Title: CRS 202 – Two Day Course
Course Provider: SCAOR
Credit Hours: 6.0
Module(s): 6 & 7

Student Name: Judith Rhodes **Approved**
Course Title: CRS 202 – Two Day Course
Course Provider: SCAOR
Credit Hours: 6.0
Module(s): 6 & 7

Student Name: Shirley Price **Approved**
Course Title: CRS 202 – Two Day Course
Course Provider: SCAOR
Credit Hours: 6.0
Module(s): 6 & 7

Student Name: Franklin Serio **Approved**
Course Title: CRS 202 – Two Day Course
Course Provider: SCAOR
Credit Hours: 6.0
Module(s): 6 & 7

Review Requests for Amendments to Course Approvals

A motion was made by Mr. Riale, seconded by Ms. Reagan, to recommend to the Real Estate Commission approval, denial, or tabling, of the following items as noted below. Motion unanimously carried.

Omega Real Estate School

- Broker Licensee Core Course (Approval # 103111131, Expiring 10/31/13): Module 4 **Denied Course is Specific to Outdated Regulations**
- Code of Ethics Training (Approval # 08311111, Expiring 8/31/13): Module 2 **Approved**
- Code of Ethics Training (Approval # 08311111, Expiring 8/31/13): New Salesperson Module 1 **Approved**
- Legislative Issues (Approval # 08311116, Expiring 8/31/13): Module 5 **Approved**
- Obtaining & Retaining Listings (Approval # 09301151, Expiring 9/30/13): Module 7 **Approved**
- Maximizing Your Marketing Strategies (Approval # 02281142, Expiring 2/28/14): Module 7 **Approved**
- Real Estate is Your Profession, What is Your Niche? (Approval # 02281141, Expiring 2/28/13): Module 7 **Approved**
- Sales Licensees Core Course (Approval # 083111112, Expiring 8/31/13): Module 1 **Denied Course is Specific to Outdated Regulations**
- Using Green to Market Buyers & Sellers (Approval # 09301154, Expiring 9/30/13): Module 7
- Using Single Family Homes as an Investment (Approval # 09301152, Expiring 9/30/13): Module 7 **Approved**

A motion was made by Ms. Woerner, seconded by Ms. Benson, to recommend to the Real Estate Commission approval, denial, or tabling, of the following items as noted below. Motion unanimously carried.

Delaware School of Real Estate

- New Agency Law (Approval # 12311011, Expiring 12/31/12): Module 5 **Approved**
- Real Estate Disclosures (Approval # 09301065, Expiring 9/30/12): Module 5 **Approved**
- DUCIOA (Approval # 10311031, Expiring 10/31/12): Module 5 **Approved**
- Differences Between DE & PA Real Estate Transactions (Approval # 10311031, Expiring 10/31/12): Module 7 **Approved**
- Hot Topics in Real Estate (Approval # 10311141, Expiring 10/31/13): Module 7 **Approved**
- Quirks in Real Estate (Approval # 09301064, Expiring 9/30/12): Module 7 **Approved**
- Short Sales & Foreclosures (Approval # 09301063, Expiring 9/30/12): Module 7 **Approved**
- Servicing Clients More Effectively (Approval # 01311224, Expiring 1/31/14): Module 7 **Approved**
- Home Staging Ins and Outs (Approval # 01311223, Expiring 1/31/14): Module 7 **Approved**
- Environmental Disclosure (Approval # 01311221, Expiring 1/31/14): Module 7 **Approved**
- Agent Etiquette (Approval # 07311181, Expiring 7/31/13): Module 7 **Approved**
- Legislative Update (Approval # 01311222, Expiring 1/31/14): Module 5 **Approved**

A motion was made by Ms. Benson, seconded by Ms. Woerner, to recommend to the Real Estate Commission approval, denial, or tabling, of the following items as noted below. Motion unanimously carried.

Kent County Association of Realtors

- Professionalism in Real Estate Practice (Approval # 03311221, Expiring 3/31/14): Module 2 **Approved**

A motion was made by Ms. Reagan, seconded by Mr. Burns, to recommend to the Real Estate Commission approval, denial, or tabling, of the following items as noted below. Motion unanimously carried.

Sussex County Association of Realtors

- NAR Ethics (Approval # 07311193, Expiring 7/31/13): Module 2 **Approved**
- Introduction to Commercial Real Estate (Approval # 01311147, Expiring 01/31/14): Module 6 **Approved**
- What's Under Your House? (Approval # 04301142, Expiring 4/30/13): Module 7 **Approved**
- Complete Automation – Staying Connected with Today's Consumer (Approval # 04301143, Expiring 4/30/13): Module 7 **Approved**
- 1031 Tax Deferred Exchanges (Approval # 07311191, Expiring 7/31/13): Module 7 **Approved**
- Social Media Marketing (Approval # 02281125, Expiring 2/28/13): Module 7 **Approved**
- Smart Growth (Approval # 08311121, Expiring 8/31/13): Module 7 **Approved**
- How to Manage Your Credit Score (Approval # 01311146, Expiring 1/31/13): Module 7 **Approved**

A motion was made by Mr. Burns, seconded by Ms. Regan, to recommend to the Real Estate Commission approval, denial, or tabling, of the following items as noted below. Motion unanimously carried.

Long & Foster Institute of Real Estate

- NAR Quadrennial Code of Ethics (Approval # 04301175, Expiring 4/30/13): Module 2 **Approved**
- Delaware Statewide Agreement of Sale (Approval # 04301173, Expiring 4/30/13): Module 3 **Approved**
- Understanding Contracts and Addenda (Approval # 04301174, Expiring 4/30/13): Module 3 **Approved**
- Legislative Update (Approval # 04301172, Expiring 4/30/13): Module 5 **Approved**
- Laws, Statutes and Contracts (Approval # 05301136, Expiring 5/30/13): Module 5 **Approved**
- Case Law Update (Approval # 03311211, Expiring 3/31/14): Module 5 **Approved**
- Understanding Ground Rents (Approval # 05301114, Expiring 5/30/13): Module 7 **Approved for Module 7, Not Module 6 as Requested**
- Risk Reduction (Approval # 05301137, Expiring 5/30/13): Module 6 **Approved**
- Using Tax Deferred Exchange (Approval # 05301139, Expiring 5/30/13): Module 6 **Approved**
- DE Landlord – Tenant Code (Approval # 03311213, Expiring 3/31/14): Module 6 **Approved**
- DE Uniform CIO Act & Unit Property Act (Approval # 03311212, Expiring 3/31/14): Module 5 **Approved for Module 5, Not Module 6 as Requested**
- Financing Issues (Approval # 05311131, Expiring 5/30/13): Module 7 **Approved**
- How to Have a Smooth Settlement (Approval # 05301133, Expiring 5/30/13): Module 7 **Approved**
- Helping Seller Clients Make Better Decisions (Approval # 05301134, Expiring 5/30/13): Module 7 **Approved**
- FHA Foreclosures (Approval # 02281111, Expiring 2/28/13): Module 7 **Approved**
- Negotiating (Approval # 04301171, Expiring 4/30/13): Module 7 **Approved**

- Assisting the Internet Customer (Approval # 05301138, Expiring 5/30/13): Module 7 **Approved**
- Contract to Commission (Approval # 05301111, Expiring 5/30/13): Module 7 **Approved**
- Understanding Credit Scoring (Approval # 05301112, Expiring 5/30/13): Module 7 **Approved**
- Realtor Internet Detective (Approval # 05301113, Expiring 5/30/13): Module 7 **Approved**
- How to Sell a Short Sales (Approval # 05301135, Expiring 5/30/13): Module 7 **Approved**
- Mastering the Art of the Short Sale (Approval # 07311111, Expiring 7/31/13): Module 7 **Approved**
- Short Sales – Advanced Class (Approval # 11301121, Expiring 11/30/13): Module 7 **Approved**
- Tax Implications for Buyers and Sellers of Real Property (Approval # 05301110, Expiring 5/30/13): Module 7 **Approved**
- Financing Update (Approval # 05301132, Expiring 5/30/13): Module 7 **Approved**

A motion was made by Mr. Burns, seconded by Ms. Benson, to recommend to the Real Estate Commission approval, denial, or tabling, of the following items as noted below. Motion unanimously carried.

Donald G. Conant

- Real Estate Business Planning & Marketing (Approval # 05311231, Expiring 5/31/14): Module 7 **Approved**

Review Requests for Amendments to Instructor Approvals

A motion was made by Mr. Riale, seconded by Ms. Benson, to recommend to the Real Estate Commission approval, denial, or tabling, of the following items as noted below. Motion unanimously carried.

Ruth Vella **Approved**

Amendment to Include Approvals for: Modules 1-7; Newly Licensed Salesperson Modules 1-4

A motion was made by Ms. Benson, seconded by Ms. Woerner, to recommend to the Real Estate Commission approval, denial, or tabling, of the following items as noted below. Motion unanimously carried.

Jason Giles **Approved**

Amendment to Include Approvals for: Modules 1-7; Newly Licensed Salesperson Modules 1-4

A motion was made by Ms. Benson, seconded by Mr. Burns, to recommend to the Real Estate Commission approval, denial, or tabling, of the following items as noted below. Motion carried with Mr. Riale opposed.

Joseph Pluscht **Approved**

Amendment to Include Approvals for: Modules 1-7; Newly Licensed Salesperson Modules 1-4

A motion was made by Ms. Benson, seconded by Ms. Woerner, to recommend to the Real Estate Commission approval, denial, or tabling, of the following items as noted below. Motion carried with Mr. Riale opposed.

Sal Sedita **Approved**

Amendment to Include Approvals for: Modules 1-7; Newly Licensed Salesperson Modules 1-4

A motion was made by Ms. Woerner, seconded by Ms. Benson, to recommend to the Real Estate Commission approval, denial, or tabling, of the following items as noted below. Motion unanimously carried.

Gene Millman **Approved**

Amendment to Include Approvals for: Modules 1-7; Newly Licensed Salesperson Modules 1-4

A motion was made by Ms. Benson, seconded by Ms. Woerner, to recommend to the Real Estate Commission approval, denial, or tabling, of the following items as noted below. Motion unanimously carried.

William Lucks **Approved**

Amendment to Include Approvals for: Modules 1-7

A motion was made by Mr. Burns, seconded by Ms. Benson, to recommend to the Real Estate Commission approval, denial, or tabling, of the following items as noted below. Motion unanimously carried.

Jason Harman **Approved**

Amendment to Include Approval for: Module 7

A motion was made by Mr. Riale, seconded by Ms. Benson, to recommend to the Real Estate Commission approval, denial, or tabling, of the following items as noted below. Motion unanimously carried.

Gail Alm **Approved**

Amendment to Include Approval for: Module 7

A motion was made by Ms. Benson, seconded by Ms. Reagan, to recommend to the Real Estate Commission approval, denial, or tabling, of the following items as noted below. Motion unanimously carried.

Terrence Burke **Approved**

Amendment to Include Approvals for: Modules 2, 3, 5, 6, 7

A motion was made by Mr. Burns, seconded by Ms. Reagan, to recommend to the Real Estate Commission approval, denial, or tabling, of the following items as noted below. Motion unanimously carried.

Ruth Briggs-King **Approved to Teach Modules 2, 5 & 7 Only**

Amendment to Include Approvals for: Modules 1-7; Newly Licensed Salesperson Modules 1-4

A motion was made by Mr. Burns, seconded by Mr. Hause, to recommend to the Real Estate Commission approval, denial, or tabling, of the following items as noted below. Motion unanimously carried.

Vincent White **Approved**

Amendment to Include Approvals for: Modules 1-7

A motion was made by Mr. Burns, seconded by Ms. Benson, to recommend to the Real Estate Commission approval, denial, or tabling, of the following items as noted below. Motion unanimously carried.

Kennedy William Scott **Approved**

Amendment to Include Approvals for: Modules 1-7

Review Requests to Amend Previously Approved Course Titles from Sussex County Association of Realtors

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A motion was made by Mr. Burns, seconded by Mr. Riale, to recommend to the Real Estate Commission approval, denial, or tabling, of the following items as noted below. Motion unanimously carried.

Course Name: New Salesperson Module 1

Requested Course Name: Procuring Cause **Approved**

Course Name: New Salesperson Module 2

Requested Course Name: Buyer Representation **Approved**

Course Name: New Salesperson Module 3

Requested Course Name: Seller Representation **Approved**

Course Name: New Salesperson Module 4

Requested Course Name: Real Estate Professionalism **Approved**

Course Name: Core Module 1

Requested Course Name: Agency & Fair Housing **Approved**

Course Name: Core Module 2

Requested Course Name: Procuring Cause **Approved**

Course Name: Core Module 3

Requested Course Name: Real Estate Documents **Approved**

Course Name: Core Module 4

Requested Course Name: Office Management **Approved**

Course Name: Core Module 6

Requested Course Name: Investing in Commercial Real Estate **Approved**

Review Requests for Reconsideration of Amended Modules from the Frederick Academy of Real Estate

A motion was made by Ms. Woerner, seconded by Ms. Benson, to recommend to the Real Estate Commission approval, denial, or tabling, of the following items as noted below. Motion unanimously carried.

Charitable Giving Through Donations of Real Estate – Requesting Reconsideration for Approval of Module 6

Approved for Module 6

A motion was made by Mr. Riale, seconded by Ms. Reagan, to recommend to the Real Estate Commission approval, denial, or tabling, of the following items as noted below. Motion unanimously carried.

Real Estate Investment Fundamentals – Requesting Reconsideration for Approval of Module 6

Approved for Module 6

CORRESPONDENCE

Review Correspondence from Cengage Learning Regarding Change of Ownership

The Committee reviewed the correspondence from Cengage Learning regarding the change of ownership. No action was taken on this item.

NEW BUSINESS

Review of Negative Course Evaluations

There were no negative course evaluations.

Update from the Commission – Mr. Doyle

Mr. Doyle advised the Committee that the Commission overturned their recommendation last month regarding the course applications submitted by the Delaware Association of Realtors. The Commission approved the courses for module 6. Since minor modifications need to be made to the modules, Mr. Doyle is requesting that all members of the Committee be prepared for discussion during next month's meeting to make the appropriate recommended changes to the Commission.

Mr. Doyle thanked all members for the time that they have spent at the meetings. He advised the Committee that although the meetings have gotten longer it is imperative that the members attempt to clear their schedules on the days that the meetings are scheduled to conduct all business on the agenda.

OTHER BUSINESS BEFORE THE COMMITTEE (for discussion only)

Ms. Williams advised the Committee that the continuing education audit review is scheduled for next month.

PUBLIC COMMENT

There was no public comment.

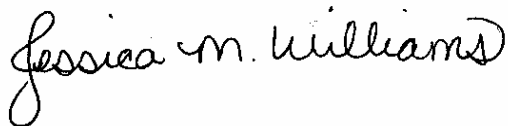
NEXT SCHEDULED MEETING

The next meeting will be held on Thursday, September 6, 2012 at 9:30 a.m. in Conference Room A, second floor of the Cannon Building, 861 Silver Lake Boulevard, Dover, Delaware.

Adjournment

There being no further business, Mr. Burns made a motion, seconded by Ms. Reagan, to adjourn the meeting. Motion unanimously carried. The meeting adjourned at 1:05 p.m.

Respectfully submitted,

A handwritten signature in black ink that reads "Jessica M. Williams". The signature is written in a cursive, flowing style.

Jessica M. Williams
Administrative Specialist II